



Transforming Services Acquisition Training

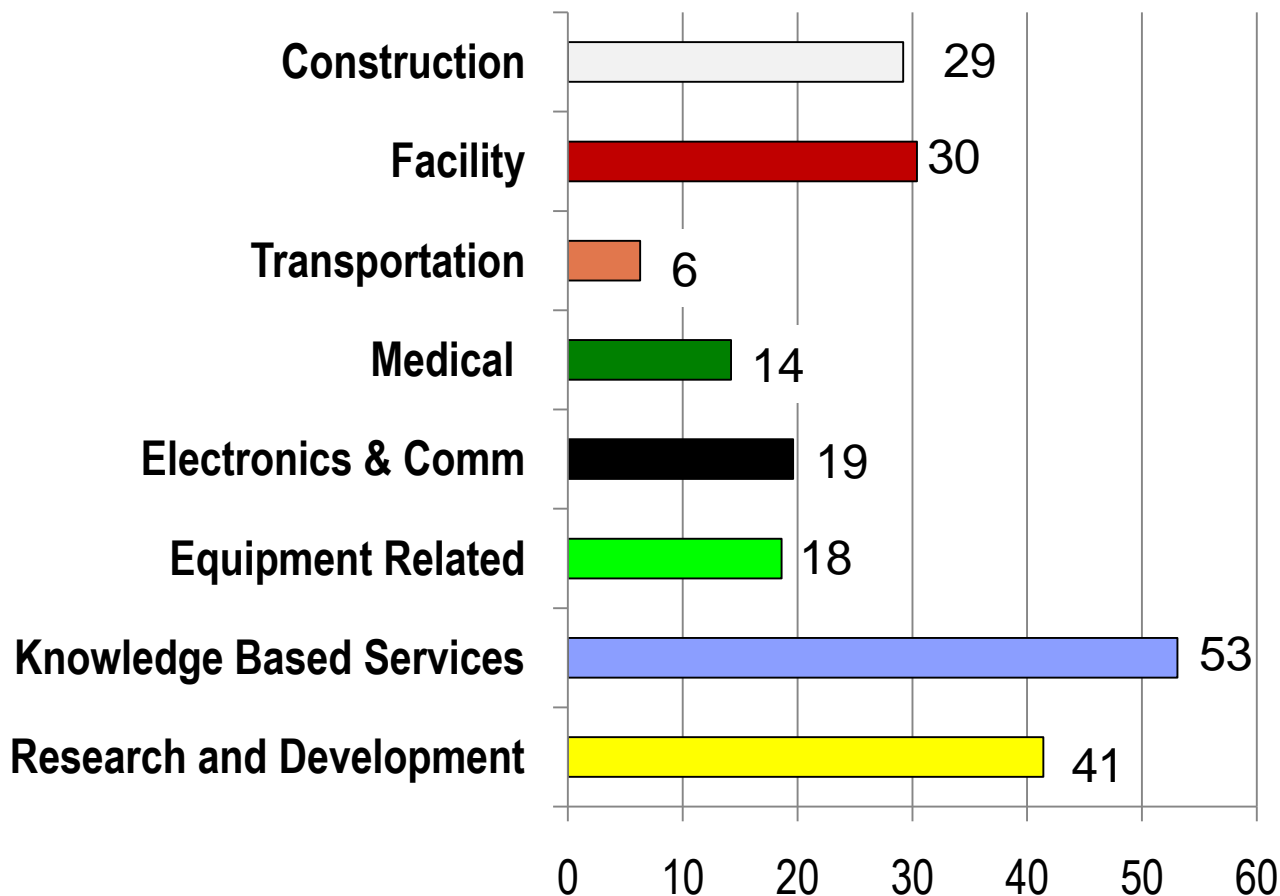
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DOD FY 09 Dollars Spent

DoD Total Contract Spend: \$ 370 Billion

DOD Services Categories Spend in Dollars



Equipment Contracts:
\$158 Billion 43%

Services Contracts
\$ 212 Billion 57%



HASC Panel on Defense Acquisition Reform Interim Findings & Recommendations

Report excerpts:

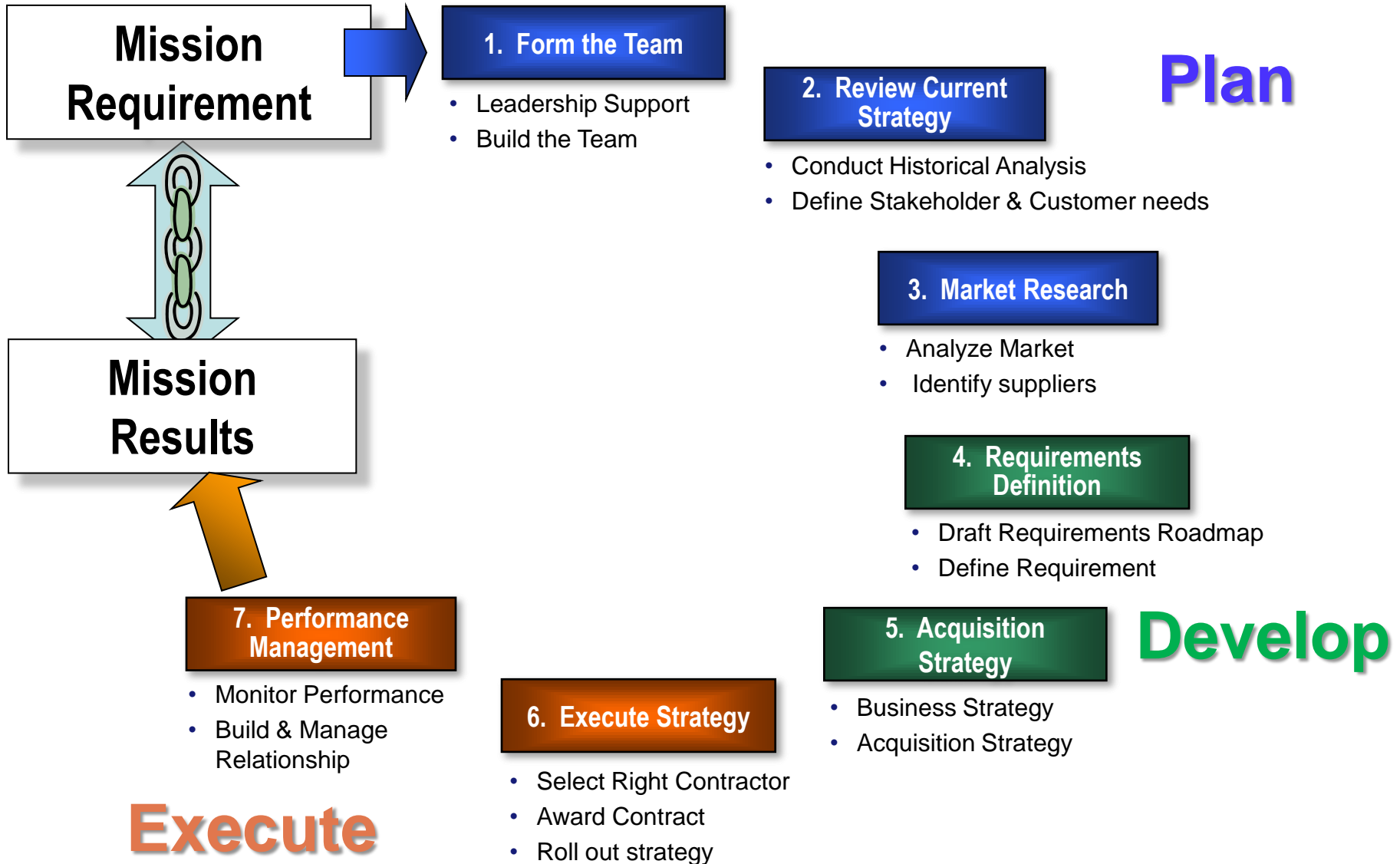
...challenges with the requirements process are a major factor in poor acquisition outcomes. Most concerning was the fact that the requirements process for the acquisition of services, the largest category of acquisition, is almost entirely ad hoc.

“Non statutory Acquisition Workforce”

In many cases the user community on a services contract is a military base commander or operational commander. ...not accustomed to thinking of themselves, or operating, as requirements generators. ...not staffed or trained to perform these responsibilities, and for this reason, requirements for services contracts are often poorly written. ...either unable to obtain what it needs, is unable to hold contractors accountable for poor performance, or both.

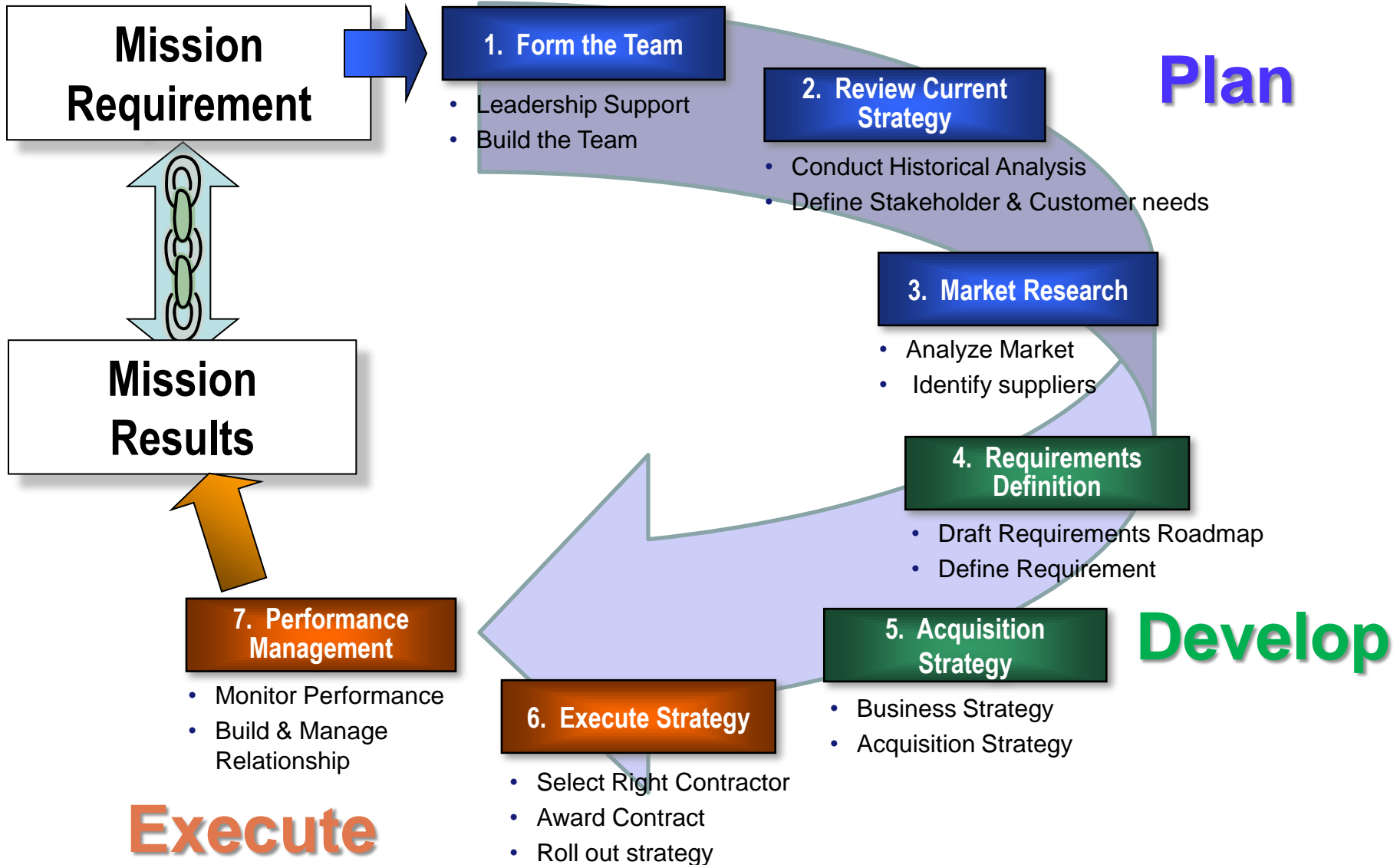


Framework for the Services Acquisition Process





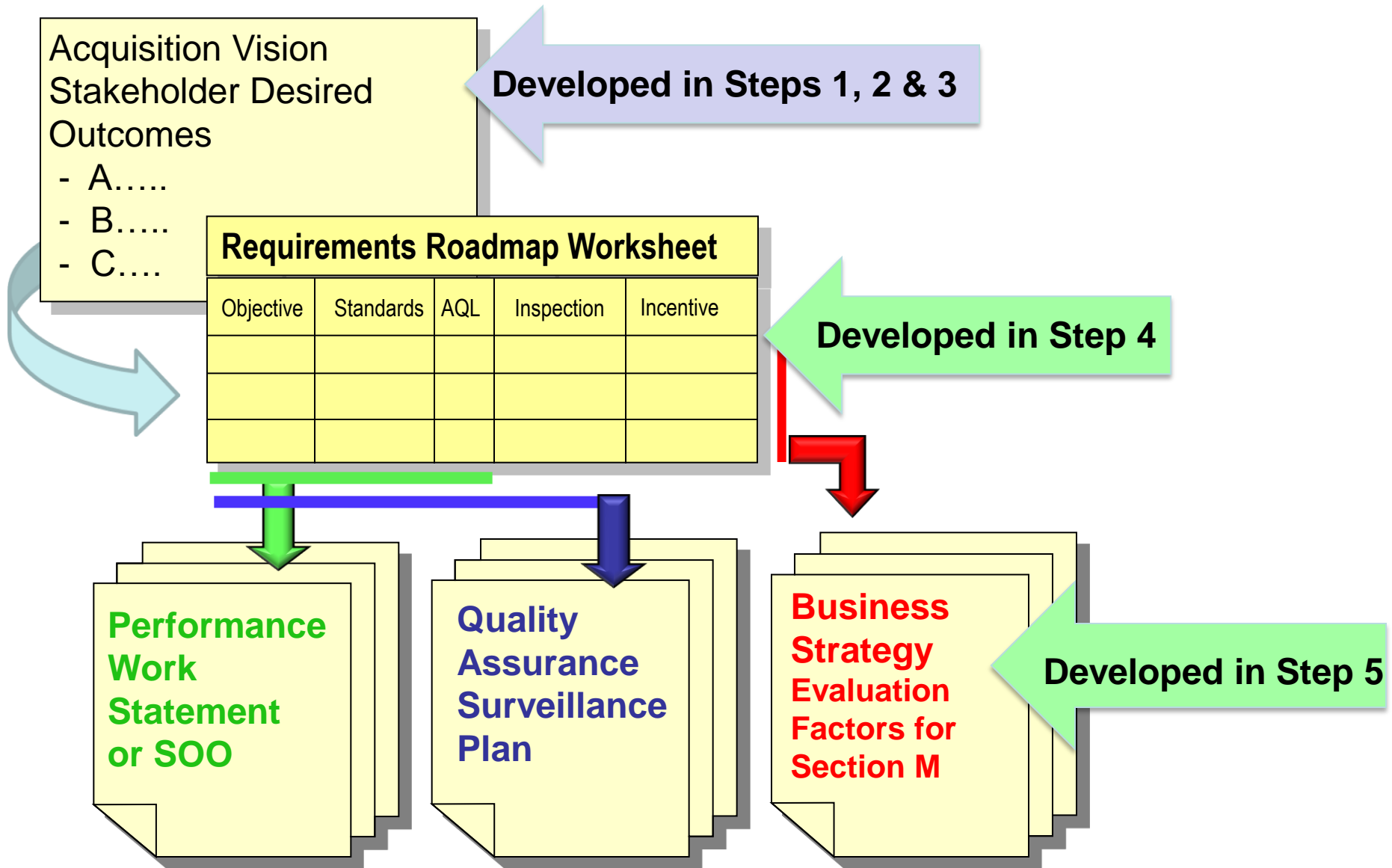
Framework for the Services Acquisition Process







Roadmap provides linkage for PWS, QASP and Acquisition Approach





Requirements Roadmap Provides PWS/QASP Development Structure

Acquisition Vision
Desired Outcomes

- A...
- B...
- C...

Requirements Roadmap Worksheet

Desired Outcome	Performance			Inspection				Incentive
	Objective	Standard	AQL	Who	Data Source	Calculation	Method	Type
A....	A -1	Alignment						
	A -2							
	A -3	A -3 a						
		A -3 b						
B....	B -1							
	B -2							



SAW - Services Acquisition Workshop



- Just in time, intact team training (Started Jan 2009)
 - 4 Days in length
 - **Requires** participation of all key members of acquisition team
- Targeted for a specific acquisition
- Walks team through the complete Seven Step Services Acquisition Process
- Needs organizational leadership support
- Special focus on developing performance based requirements, business strategies, and assessment strategies
 - Several interactive learning sessions enable team to apply the learning to their requirement and make progress
 - Develop their Requirements Roadmap and other key documents
- Support 2 SAWs per month across DAU with section 852 funding
 - No cost to requesting activity



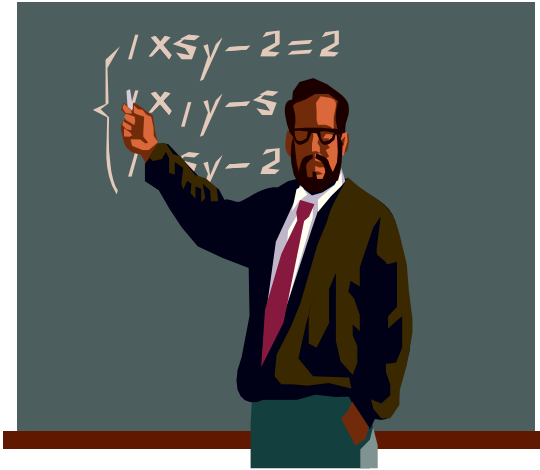
FY 10 SAWs Completed

#	Organization	Date	Type of Service
1	SPAWAR - Navy	19 Oct	IT System Administration
2	TRADOC - Army	26 Oct	Command scheduling system
3	MDA	16 Nov	A&AS Services
4	Joint Forces Cmd	7 Dec	Training
5	MDA	30 Nov	A&AS Services
6	PACAF – Air Force	14 Dec	BOS Services
7	AFMC – Hanscom	11 Jan	A&AS Services
8	Army – White sands	25 Jan	IT Services
9	NORTHCOM – J6	8 Feb	Deployable COMM
10	Carlisle Barracks	22 Feb	Dir of Public Works
11	AFCEE – Brooks	8 Mar	Environmental Ops & Services
12	China Lake NWC	22 Mar	Harpoon Test Set Mnx
13	Gunter AFS	3 May	Defense Messaging Service

#	Organization	Date	Type of Service
14	Ft Huachuca	3 May	IT
15	Ft Huachuca -2d Sig	17 May	C-TNOSC
16	White Sands MR	24 May	IT
17	USMC AI	24 May	BOS
18	Ft Shafter – HI	1 Jun	BOS
19	Fort Gordon - Army	14 Jun	BOS
20	Seoul, Korea	21 Jun	IT
21	Army/AF - Germany	19 July	Medical Support
22	AF AETC	2 Aug	BOS
23	USMC Quantico	16 Aug	IT Cancelled
24	DOD Schools	23 Aug	Building Maintenance
	FY 11		
24	Army ANC	18 Oct	Facilities maintenance



ACQ 265 Mission Focused Services



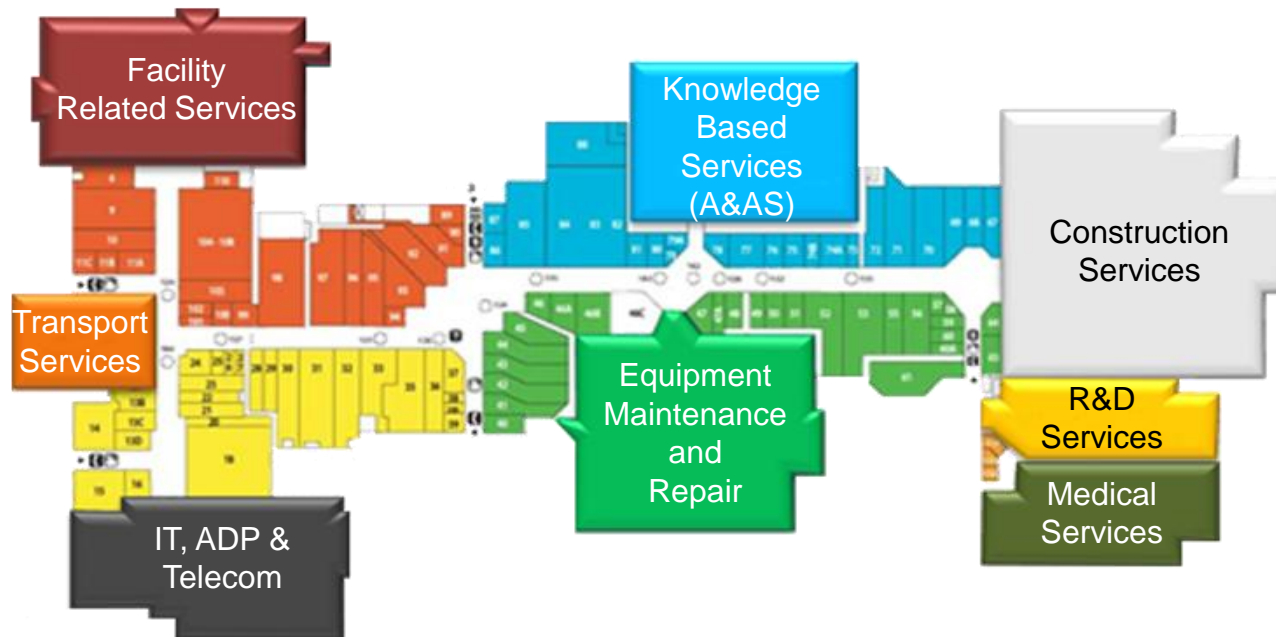
- DAU Catalog course (launched 2007)
 - 4 Days in length
- Designed for cross functional participation
 - Technical, contracting, CORs, PMs, etc
- Walk thru all elements of the Seven Step Services Acquisition process
- Use local services acquisition project or USMC food services contract case
- Using Requirements Roadmap process students develop:
 - Performance requirements documents
 - Business strategy, contract type and incentive structure
 - Section L and M evaluation factors
 - Performance assessment strategy

DACMs historically only request 4 to 6 offerings annually

What's in Development ?

- Online PWS/QASP development tool
 - Web based tool to be located in SAM
 - Focused on developing performance objectives, standards, method and means of inspection
 - Creates draft PWS and QASP as word document
 - Target deployment date 3rd quarter FY 2011
- Develop tool to provide linkage between PWS, QASP, Performance Reporting and CPARS
 - Provides data structure to support CPARS and open dialogue with service provider

Services Acquisition Mall - SAM



- Integrates Sourcing Process and Learning assets with Product Service Code Knowledge
 - Utilizes same sourcing process contained in SAW and ACQ 265
- Aligns with DPAP Services Portfolios
- <https://sam.dau.mil>
- Demo